

**7 & 8**

**February 2012**

**Mövenpick Hotel Amsterdam City Centre,  
the Netherlands**

# EUROPEAN RENEWABLE ENERGY PROJECT FINANCE SUMMIT

Latest innovative approaches to make your RE  
project successful, lucrative and eco-friendly



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**United Market Insight**

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# EUROPEAN RENEWABLE ENERGY PROJECT FINANCE SUMMIT

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needs and specifics of their business. With our long-term experience, we are able to offer expertise not only with regards to the economic environment of the Czech Republic but also to integrate and orient our knowledge towards the internationally focused environment. Our indisputable advantage is local knowledge of the market combined with international contacts. The language skills of our specialists include English, Czech, German, Slovak, Ukrainian, Chinese, Turkish and Russian.

Traficon can assist with re / financing for production of electricity from renewable sources. We are focusing long-term on these types of technologies:

- Solar, hydro and wind power
- Biogas, Biomass
- Energy Storage Systems
- Energy from waste

We are also able to provide solutions for own equity resources for energy projects and will take our clients successfully and efficiently through the process of financing approval.



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**7 & 8 February 2012 Amsterdam, The Netherlands**

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# EUROPEAN RENEWABLE ENERGY PROJECT FINANCE SUMMIT

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## Overview



There is no doubt that **renewables** is becoming the most substantial sector of energy industry. European countries are facing important tasks related to energy issues and the emerging CEE countries have also focused on developing their renewable energy sectors. Wind, solar, hydro, biomass, as well as lately developed waste-to-energy projects are providing great opportunities for developers and investors.

**Financing of alternative energy projects** have gained the attention of important market players, among them private companies, public sectors, governments and international financial institutions. Financing mechanisms are supported by technologies development and are moving side by side in order to create potentially strong and competitive markets.

The **European Renewable Energy Project Finance Summit** will gather under one roof renewable energy experts, decision makers, investment professionals, private equity managers, government officials, and other specialists in the field. These outstanding people will provide a valuable information and insight into the market tendencies, financial and technological peculiarities of the industry. Both private and public sector will take advantage of building new relationships as well as hearing from prominent industry leaders.

## Key Benefits of Attending



**Follow** the latest regulatory developments in European renewable energy market.

**Realize** financing criteria and investment opportunities.

**Develop** priorities of funding and evaluate new opportunities in different segments of green energy industry.

**Outline** key challenges of technology and ICT role in green projects.

**Evaluate** different types and models of renewable energy project financing.

**Achieve** your investment's pay off by deep understanding of national support schemes and government incentives.

**Analyse** the PPP potential in green project implementation.

**Learn** about market experts' forecasts and expectations.

## Speaker Panel



**Conference Chairman – Ira Saul Rubenstein, Partner, Traficon, EU**

**Rainer Hinrichs-Rahlwes, President, European Renewable Energies Federation (EREF), Belgium**

**Balazs Bokorovics, Chairman of the Board, PannErgy, Hungary**

**Velizar Kiriakov, Chairman, Association of Producers of Ecological Energy, Bulgaria**

**Adam De Sola Pool, CEO, Environmental Investment Partners, Poland**

**Gerald Horvath, Vice President, Mezzanine Corporate Finance, Austria**

**Alexandru Sandulescu, General Director, Department of Energy, Ministry of Economy, Romania**

**Pierre Lestienne, Chief Financial Officer, C-Power, Belgium**

**Robert Hull, Managing Director, Ofgem E-Serve, UK**

**Robin Post Van Der Burg, Co-Founder and Business Development Director, Topell Energy BV, the Netherlands**

**Liam O'Keeffe, Managing Director & Head of Project Finance, Credit Agricole, UK**

**Carsten Durchholz, Head of Risk Management Markets & Finance, Vattenfall, Germany**

**Ken Rumph, Director, Nomura Code, UK**

**Ruud Dekkers, Head of Project Development, Solar Millennium, Germany**

**Leonardo Cartei, Business Development Manager,**

**UniCredit Leasing, Italy**

**Andrea Hercsuth, R&D International Relations Manager, CENER (National Renewable Energy Centre), Spain**

## Who Will You Meet



**Chief Executive Officers**

**Chief Financial Officers**

**Presidents, VPs, Managing Partners, Managing Directors, Directors, General Managers, Executive Managers, Heads of projects, Team Leaders**

**Heads of:** Renewable Energy, Energy Origination Europe, Investment, Sales and Purchase, Risk Management, Finance, Climate Change and Environment, Business Development, Technology Production, Grid and Technology Development, Construction, Transmission, ICT and IT, Senior Bankers, Regulatory Bodies, Government officials, IFI Representatives.



# Day One: Tuesday, 7 February 2012

**8:30** Registration and morning coffee  
**9:00** Opening address from the Chairman

## Energy Policy and Regulatory Framework. Key Aspects and Main Considerations in Financing a Green Project

**09:10** Facilitating the paradigm shift – towards a truly sustainable energy supply in Europe

- The Renewables Directives: From Action Plans to Implementation
- The Next Steps: Binding 2030-Targets or Investment Insecurity?
- The Energy Roadmap 2050: Paving or blocking the way for renewables?

**Rainer Hinrichs-Rahlwes**, President, **European Renewable Energies Federation (EREF)**, Belgium

**09:50** Role of the bank in financing a renewable energy project

- Overview of Project Finance loan market
- Impact of Eurozone volatility on market
- Bank appetite for renewable energy
- What do banks need? How much risk will they take?

**Liam O'Keeffe**, Managing Director & Head of Project Finance, **Credit Agricole**, UK

**10.30** Networking morning coffee break

**11.00** Case Study: Delivered by MWH Global

**11:40** Risk Management in renewables projects

- ERM-Framework
- Project Risk management framework
- Methods and tools for risk assessments
- Special challenges in renewables

**Carsten Durchholz**, Head of Risk Management Markets & Finance, **Vattenfall**, Germany

**12:20** Case Study: Geothermal Projects in Hungary: Strategies for Initial Assessment, Construction and Project Management

- Geothermal potential in Hungary and strategic utilization
- Geological assessment: strategies for effective interpretation of geothermal potentials
- The economics of geothermal project development: understanding the costs
- Analysis of the latest developments

**Balazs Bokorovics**, Chairman of the Board, **PannErgy**, Hungary

**13:00** Networking lunch

## Wind, Solar, Hydro, Biomass... Identifying New Opportunities for Investors and Developers

**14:00** Case Study: Lessons Learned for a Large Scale Project Financing in Offshore Wind

- Thorntonbank project presentation
- Challenges and business case
- Risk mitigation strategy
- Project finance vs Corporate financing
- Financing structure presentation
- Added value of multilaterals (EIB, Euler Hermes and EKF)

**Pierre Lestienne**, Chief Financial Officer, **C-Power**, Belgium

**14:40** Investing on Italian roof-tops

- The Italian FIP on PV Rooftops
- The cash-flow based approach and the lease financing option, insight and client advantages
- Sensitivities on PV investments, lender side

**Leonardo Cartei**, Business Development Manager, **UniCredit Leasing**, Italy

**15:20** Networking afternoon coffee break

**15:50** Case Study: Investing in Renewable Energy Technology

- The technology R&D needs identified by the SET plan
- Major drivers of developments – cost reduction and increasing efficiency and reliability
- The role of research centres in the European RES development – the European Energy Research Alliance
- Research infrastructures and projects paving the way for market entrance

**Andrea Hercsuth**, R&D International Relations Manager, **CENER (National Renewable Energy Centre)**, Spain

**16:30** Interactive Discussion Panel: Overcoming Project Finance Challenges in Renewable Energy  
Moderated by **Adam de Sola Pool**, CEO, **Environmental Investment Partners**, Poland

**17:30** End of Day One



## Speaking Opportunities

If you would like to see your name on a Speaker Panel and believe you could contribute to this or any other event, please contact Olga Myroniuk at:

**Email:** [omyroniuk@umievents.com](mailto:omyroniuk@umievents.com)

**Telephone:** +36 1 781 0522

*“I would like to say that on behalf of our Company, we were very pleased with this Renewables Event. Wonderful opportunity to be close to other market players, good networking, good knowledge exchanged.”*

Financial Director, **Martifer Solar**



# Day Two: Wednesday, 8 February 2012

## 08:30 Morning coffee

### Developing a Successful Financial Model for Renewable Energy Projects

#### 09:00 Mezzanine capital – economic equity as enabler and multiplier

- The benefits of mezzanine capital
- Debt – mezzanine capital - equity
- Mezzanine capital in RE project financing

**Gerald Horvath**, Vice President, **Mezzanine Corporate Finance**, Austria

#### 09:40 Investment in GB offshore transmission networks

- A new regulatory regime
- The investment opportunity
- Competitive tendering
- Progress to date and next steps

**Robert Hull**, Managing Director, **Ofgem E-Serve**, UK

#### 10:20 Networking morning coffee break

#### 10:50 Case Study: Current Situation in the RE Sector in Bulgaria

- Main statistic figures in Bulgarian RE sector
- Regulatory considerations and legislative updates
- Current issues in the sector
- Perspectives for future development

**Velizar Kiriakov**, Chairman, **Association of Producers of Ecological Energy**, Bulgaria

#### 11:30 Case Study: Europe's Renewable Energy Investment: Meeting the Long – Term Goals

- Investment climate Europe is offering for potential RE investors
- Providing a stable investment climate. Improvements to be done as Europe is about to hit its clean energy targets
- Factors determining the price of the final product. How prices per KW influence the type and volume of investment
- Increasing renewable energy investments. Smart financing allowing states, consumers and developers to benefit
- Developing investment opportunities for commercial banks and private sector

#### 12:10 International Financial Institutions, Financial Donors and their role as fund providers

- Financial criteria, expectations, structure of financing, due diligence and result-oriented approach
- Priorities of funding in 2012
- Applying for supporting funds. Preparing, planning and marketing the project
- Developing partnership. Cooperation with energy supporting agencies

#### 13:20 Networking lunch

#### 14:20 Waste to Energy projects – on the way to sustainable future

- New attractive opportunity for private sector, technology developers and service providers

- Factors which make a waste-to-energy facility financially attractive
- Economic feasibility of waste-to-energy projects
- Financial drivers and incentives for the waste-to-energy plants market in Europe

#### 15:00 Cutting edge value creation in biomass torrefaction

- Torrefaction principles and importance of torrefied biomass in EU 2020 targets
- Financing the first torrefaction plant
- Economics of torrefied biomass
- Financing role out

**Robin Post van der Burg**, Director Business Development, **Topell Energy**, the Netherlands

#### 15:40 Networking afternoon coffee break

**16:20 Interactive Discussion Panel:** Moderated by **Chairman Ira Saul Rubenstein**, Partner, **Traficon**, EU

#### 17:00 Closing remarks from Chairman and farewell

#### End of Summit



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**Email:** omyroniuk@umievents.com

**Telephone:** +36 1 781 0522

*“UMI delivered an extraordinary event focusing on financing renewable energy projects in Europe, bringing together the right people from the sector - decision makers and people with real project experience. My expectations were more than met.”*

Partner, **Noerr LLP**

*“Good opportunity to meet other companies and potential partners.”*

Head of Project Finance, **Eurocape New Energy**